# FIGHT ON WAR PROFITS AT COST OF U. S. BUYERS

# OFFERS PLANTO KEEP TRADE OF **SOUTH A MERICA**

Simondetti, After Studying Situation, Urges New Way of Trading.

POINTS TO GERMAN EYE TO LITTLE THINGS

Thinks Americans Neglect to See Value of Small Openings.

Some of the problems that American merchants and manufacturers will meet in seeking trade in South America and in in retaining that trade after the close of the European war were set forth yesterday by Ernesto T. Simondetti of 15 Broad street, formerly editor and publisher of a Latin American daily newspaper, who ! spent months touring South America to representatives of the largest manufactur-

"The European's position in South America," he said; "is weakened at present for it. by the war, but Americans cannot wrest from them the markets long held without consistent and painstaking work of adaptation to the needs of the South Americans. What this work means is evinced most strikingly by the results ned in the list thirty years by Ger-exporters. Their advance has been most marked in high grade manufacwhich can carve their way into interna-tional markets only after the keenest competitive struggle.

settled by Indians. The Indians were poor and could not afford to buy the machines

the German house, but the Indians gradually began to acquire more wants, for those machines had opened up new horizons to them. As they made more money they became better consumers. Other Germans patiently nursed their trade and the only goods that the Indians learned to know were German goods. Consequently to-day the Germans control the

Chile ordered a certam quantity of rope from an American manufacturer. The order specified that the rope should be packed in coils of a determined weight, much lower than that of coils handled in the United States. The manager of the rope factory thought his Chilean customer did not know what he was about, so he shipped the same sized coils

he sold to American customers.

"When the rope reached the Chilean importer it was found to be unavailable, for its final destination was 300 miles off in the mountains and the rope had to be carried on the backs of mules and llamas that could only bear colls of certain weights, i. e., those specified in the order of the Chilean importer. "Again, an American salesman in Bra-

zil was trying to introduce American pianos into a market where German pianos had been sold exclusively for many planos had been soid exclusively for many years. He received a trial order with the specification that the planos should be shipped in tin lined cases. But the factory shipped planos packed in cases lined with tar paper. The salesman was with the Brazilian dealer when the planos arrived. Loyal to his house, he tried to persuade his client that the American was tribe planos are tried to persuade his client that the American persuade his client that the American way to line plano cases was much the better way, because it was the one used in the United States. But the Brazilian merchant knew what the effects of a long journey through tropical seas and a prolonged stay in a tropical land could have on planos unless they came in the lined cases. Besides, he had offered to pay for the different lining. After that continued to buy German pianos that

### were shipped to him exactly as he wished. Some Tangles in Trade Marks.

marks in South America American manu-facturers have often suffered considera-ble damage. Many have been the inble damage. Many have been the in-stances in which representatives of Amer. ican firms, upon their arrival in South American countries, have found them-selves unable to sell their own goods, for American countries, have touch selves unable to sell their own goods, for the exclusive rights to the trade mark carried by these goods were held by some local merchant. American representatives could get no redress and could do nothing but buy the local merchant's rights, sometimes at the cost of several thousands of dollars. Recently the Argeniane Congress passed a law forbiding the registering of foreign trade ding the registering ding the registering of foreign trade ding the reg

## WANTS NO WAR PROFITS AT COST OF CONSUMERS HERE SAYS HERMAN RIDDER

Chairman Perkins of Mayor's Committee Plans Guarding of Home Markets---Price Fixing Denied by the Meat Packers and Sugar Refiners.

It has been suggested to the committee, distribute to their policyholders copies of citizens named by Mayor Mitchel to of these bulletins without cost to the inquire into the food situation that it is

making every effort to get into a position making every effort to get into a position where advantage may be taken of the stagnation of German, French and English shipping and while an American merchant marine may be built up with all that means for manufacturers and producers in this country, other interests are protesting that to increase shipping facilities at this time means withdrawing more products from the home market and more products from the home market and sequent further rise in the price to

American consumers.

George W. Perkins, chairman of the Mayor's committee, has interested himself in this problem, and there is under way a plan to benefit American manufacturers and shippers and at the same time to protect the American consumer.

### Wants Markets Here Protected.

Mr. Perkins will get into touch with study trade conditions.

Simondetti pointed out that it would be easy at first to sell lots of goods to south America, but if Americans wish to retain that trade permanently they must make special efforts to appeal to Latin of excess has been determined upon to send it to the European countries now at war and demand that they pay war prices

The Mayor's committee is collecting data from the various sections of the country to show that there are sufficient products in this country, either raised or products in this country, either raised or manufactured, to supply the home demand without increase in price and at the same time to supply the countries now at war. It is proposed that the highest obtainable prices should be asked for shipments abroad, but that the producers should maintain prices here at a reasonable level. If the producers do not agree to this it will be pointed out to them that to take advantage of European countries because of the war and at the same time to take advantage of the home consumers

different markets in South America.

"A few years ago, for instance, it was found that there was a demand for sew-that every inspector of the State bureau ing machines in the district of Venezuela settled by Indians. The Indians were poor and could not afford to buy the machines made by the American manufacturer was been as the American manufacturer was been as the European was the Europea

whose representative had gone to investigate the possibilities for opening up a market in that district.

war began.

Commissioner of Weights and Measures Hartigan sent to District Attorney Whitman last night affidavits covering up a market in that district.

"After consultation with the home office the representative decided he would not bother with the Indians. His firm was amply satisfied with its sales of some of its standard models and could be seen to District Attorney Whitman last night affidavits covering seventeen cases of violation of the law requiring bakers to mark on each loaf of bread the price and weight of it. Inspectors learned vesterday that

inquire into the food situation that it is now an opportune moment to aid in bringing together those students of the present general war situation who are arguing either for a curtailment of the exporting business or for a general expansion of it.

James A. Howard, district manager for Suisberger & Sons Company, testified before Chief Magistrate McAdoo yesterday that there was no fixing of prices for beef and that the salesmen in the branch markets got as much as they could according to general market conditions. He said the uniformity of prices are united from the fact that the packing James A. Howard, district manager for While certain business interests are resulted from the fact that the packing taking every effort to get into a position companies had to pay about the same there advantage may be taken of the price for their cattle and hogs. He declared that he never consulted with the district managers of other companies and that the branch market salesmen were forbidden to confer with the sales

managers of other companies.
George W. Morgan, counsel for Nelson Morris & Co., presented voluminous tables of figures showing his company's business this year as compared with last. The figures supported the contention that cattle and hog raisers were not sending their products to the packers in such numbers as they did a year as o and that the

Retail prices for meat remained firm 22 to 21, which is a decrease of three cents since Wednesday. Inspectors reported that while yesterday, being clean up day in the markets, was not a good day to judge of tendencies, there were indications that the prices of meat in general would fall next week. Poultry continued to increase in price vesterday, whereas fish fell off and was never cheaper.

### Sees No Profit for Packers.

The National Provisioner, commenting on the high price situation, says:
"It is doubtless a fact that there is not single packing concern in the country a single packing concern in the country to-day which is making any money, but that does not lessen the ardor of the agitators. They never take into consideration the high cost of live stock, the expensive overhead charges and all of the incidentals and heavy expenses of packing house operation. Regardless of actual conditions, the press and public seem to conditions, the press and public seem to be of the opinion that the packing house trade should not be operated as other busi-

Germans Seize Openings.

"German exporters have followed up the smallest advantage and have been willing to manufacture goods especially to fill the wants and satisfy the tastes it only of South America in general but of the inhabitants of each country in particular. Neither English nor American manufacturers have been able to increase in a larger degree than the Germans because of the inhabitance to adapt the goods to the requirements of the goods to the requirements of the different markets in South America.

To take advantage of European countries because of the same time to take advantage of the home consumers will inevitably lead to the passage of cost, the selling price should always be very low.

"The trade will have to be patient under existing circumstances and full and frank answers to questions of investigators and grand juries or others who are properly authorized to inquire into their private affairs will be the best course. There can be only one result, and that is the complete vindication of the fact that to cooperate in every way with local bureaus of weights and measures through do to take advantage of the home consumers will inevitably lead to the passage of cost, the selling price should always be very low.

"The trade should not be operated as other business institutions are, and that regardless of cost, the selling price should always be very low.

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"The trade will have to be patient under existing circumstances and full and frank grand juries or others who are properly authorized to inquire into their possitions. seems to be particularly anxious to enter the packing house trade and to become one of the targets for abuse."

Witnesses testifying yesterday in the investigation begun by District Attorney was no excuse for the rise in the price of sugar. They said that refining companies were distributing as much of it as they ever did. The American Sugar Refining Company distributed 90,000 barrels among 5,000 persons during the past week at less than 5 cents a pound, according to Henry F. Cochrane, counsel for the

and determination have sometimes won against European knowledge of languages and customs must be acknowledged, but often the lack of certain requirements has put the American reported that his investigation had brought about a considerable failing off in food prices within the last few days. He respected that he was investigation as harm-

rs of this country and South Amers the lack of ships necessary to
bort cargoes. How the solution of
roblem will work out is a matter to
serious consideration is being deIt is believed that within a short
the necessary bottoms will be obless there are hundred of ships
will among men was heard amid the ica is the lack of ships necessary to transport cargoes. How the solution of this problem will work out is a matter to which serious consideration is being devoted. It is believed that within a snort time the necessary bottoms will be obtainable, as there are hundreds of ships lying idle all along the Atlantic and Pacific coasts which can be used for South American business.

"One voice for peace on earth and good An unholy fear has taken possession will among men was heard amid the din and clamor of war. It was the voice of the British mind that in wiping one enemy off the mercantile map a way has been opened for the entrance of another it was drowned by the sounds of conflict it was drowned by the sounds of conflict

The shipments from Argentina are said it will still be heard, and some day to consist mainly of hides, while those from Brazil are largely made up of coffee. Both of those countries have urgent need mobilizing all about them the conference Both of those countries have urgent need of American machinery and manufactured

## WHY SUGAR WENT UP.

### Arkansas Prosecutor Tells of Plot to Boost Prices.

day a report which may lead to a disclosure of the real means by which concerted increases in the prices of sugar in that State have been made by the whole- London the delegates' train to the coast salers and retailers since the outbreak of the war. It was the first evidence of anything like a tangible character that in London was not one for resolutions has been developed by Federal investibut "for deep thought and earnest discussion," but there was no note of pession." Parough their neglect to register trade has been developed by Federal investigation into food price increases ordered by the President last week.

The report referred to was summarized

in the following momorandum: "A United States attorney in Arkansa;

the only goods that the Indians learned to know were German goods. Consequently to-day the Germans control the trade of that district."

Sees Drawback in "Obstinacy."

Simondetti next referred to what he termed "the obstinacy of many American manufacturers in sticking to the ways followed in shipping goods to the home market."

Hade Movement Grows.

Trade Movement Grows.

Direct credits having been established for the purpose of fixing prices.

A high Administration officer said indicated in the movement of the movement of the purpose of fixing prices.

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market."

"Let me cite an instance," he said.
"Some time ago an importing house in Chile ordered a certain quantity of rope from an American manufacturer. The constant of the

## PEACE UNION STILL HOPES.

### Issues Statement About Ending of Constant Conferences.

of churches was held at Constance.
"Two great truths which the delegates had been prepared to utter were given proof before their eyes: that the present international political order is essentially unchristian and must break down and give place to a new order to be founded on justice instead of force, and that the Washington, Aug. 21.—Attorney-General McReynolds received from the United States District Attorney in Arkansas to-

five succeeded in reaching Constance."

Two of the delegates were arrested on their way to Constance and when the conference decided to adjourn to

The statement says that the meeting

## ITALIAN LINER WAS STOPPED.

thousands of dollars. Recently the Argentine Congress passed a law forbidding the registering of foreign trade marks except by persons who can prove to be legitimately entitled to the property of the trade mark.

"The question of proper representation is one which may well occupy the thoughts and form the object of careful selection of any one who has, or wishes to have, business relations in Couth America. That American grit, push

# BELGIANS IN ROUT,

France "Not Over Liberal" in Placing Defence Burden on Them.

ALSACE INVASION CHECKED

Writer Hopes United States May Regain Her Mer-

chant Marine. By HERMAN RIDDER.

It was not without many misgivings that I entered upon the conduct of this column. I could not be blind to the dangers of misinterpretation to which I might be open. I assumed the task, as in duty bound, not as a German subject, which I am not, but as American which I am, not to create ill feeling among Americans of diverse sympathies, but to allay it. Truth alone can survive and upon truth alone can be founded the lasting impressions which must follow inevitably the present war

Convinced as I was that the American yesterday except for lamb, which was cheaper. Legs of lamb retailed at 18 people were receiving through the cents instead of 20. Loin chops fell from 50 and shoulder of Jamb fell from 50 of the questions at issue, and that side of the questions at issue, and that side the most unfavorable to the German people, I sought, in my small way, to preserve the balance of cruth. It is with deepfelt regret that ? find my endeavors deepfelt regret that 7 find my endeavors in this direction misinterpreted in quarters where as an American I could least wish to be misunderstood.

It shall always be my aim to offer the President a fine sense of loyalty. Germany has many friends in the United States and they trans

States and they stand ready. I am sure, to make any sacrifice of sympathy or emotion for what is for us nationally de-

sirable. As an American I pledge my-self to avoid even the "most subtle breach of neutrality."
We must remember that in the last analysis we are a polyglot nation. We are still in the experimental stage, and crude racial characteristics are as yet distinctive and to be reckoned with. What the man in the street says and does has a certain connection with what he thinks, while his interest in the European situation is hardly less vital than that of his kin across the sea. The collective "we" cannot be eliminated on both sides of the

When we stop to realize that, although when we stop to realize that, atthough influenced by instinctive loyalty for each Continental homeland, what American citizens say and do depends largely upon the reports of the daily press we must agree that a tremendous responsibility rests on the press to assume a fair and unpartisan viewpoint

When so serious a crisis is at hand in our own national affairs the responsibility of educating the public mind in regard to Interaction of material and moral forces in these international destinies rests upon the press. When hot racial instincts need

not bother with the Indians. His firm was amply satisfied with its sales of some of its standard models and could not see any advantage in making a special machine to obtain the Indians trade. "A representative of a German manufacturer followed the American into that district, studied conditions and then sent a long cablegram home. In a short time a shipment of sewing machines arrived from Germany. Almost every household in the district was provided with a hand sewing michine of an old type which cost just exactly \$7, or what the German they could pay.

"This price allowed little profit for the German house, but the Indians gradually began to acquire more wants, for those machines had opened up new hori-

Meanwhile even Paris is compelled to admit that the invasion of lower Alsace has received a serious check. The German army of the Saar has forced the French back across the River Seille. This means that a second decisive battle is being fought south of Metz.

A special London despatch of the New York Herald of yesterday says: "The attention of the business world here is largely diverted from the war to the cap

ture of Germany's great commerce, which is now prostrate."
"'There is a wide interest in the movement '-Times "'Merchants are ready to assist in the

war on the enemy's trade. All that is worth having will be seized. —Daily Chronicle.

Chronicle.

"The British attack on and seizure of Germany's trade presents a great opportunity."—Daily Telegraph.

"The way to make fortunes during the war is to capture the markets of Germany."—Daily Mail.

"Let us have no more about goods made in Germany."—Daily Express.

The war of conquest is thus seen from a new angle. The war was not made in Germany." is

in Germany, but "made in Germany" is one of the real causes of it. An unholy fear has taken possession

smiled upon us and placed the opportunity in our laps. It remains for us to act and act promptly. It may be dollar diplomacy, but it is an effective policy to pursue. We lost our merchant marine war; we may gain it back in

We must remember that England has held more people under her sway with greater benefit to herself than any other nation in recorded history. The statement of John Wanamaker, a man of broad experience and mature judgment, may well deserve the attention of the American public. "It could not be done better three years from now, if we were to build the ships, than it can be done in a single day, this August, by a purchase."

## ROTHSCHILD YACHT LIBELLED.

### Eugene Higgine Sues for \$46,000-Reserviats Aboard Eros. The yacht Eros, owned by Baron Henry Rothschilds, which has been for some time

laid up at Beard's Basin, Brooklyn, with eighteen French recruits and four Eng-lishmen aboard, has been libelled by the United States Marshal's office for \$46,000.

## REFUGEES THANK THE FRANCE. EUROPE HAS POWDER Express Gratitude for Treatment is

Rush From Europe. committee of prominent passengers on the France, which arrived on Thursda;

on the France, which arrived on Thursday from Havre crowded with American refugees, presented a set of resolutions yesterday to Paul Faquet, general agent of the French Line, complimenting the Compagnie Generale Tránsatlantique and the France's officers and crew on the treatment of the passengers before and during the voyage to this country.

The resolutions state that in the most critical time in the history of France, when most of the ships of the transatlantic service were being requisitioned for war, the company contracted to take the

lantic service were being requisitioned for war, the company contracted to take the refugees back to the United States and that during the ten days while the France was at Havre, waiting for sailing orders, the passengers on board the ship were housed and fed even beyond the obligations of the company to its passengers.

The committee was headed by Jules S. Bache, and read the said that I committee was headed by Jules S. Bache, chairman, and included: John T.
McGovern, John P. fotten, Daniel W.
Kempner, Harry A. Wheeler, Henry
Magrue, Robert Redfield, Henry Bloch,
Norman S. Dike, George A. Carpenter
and H. H. Killgallon.

### HOBOKEN GERMANS ORGANIZE.

Society Will Give Relief to War

Sufferers-\$437 Is Raised. Seventy-five Germans of Hoboken and Jersey City organized the German-Austrian-Hungraian Relief Society of Hudson County at a meeting last night. Ex Mayor Adolph Lankering, leader of the movement, was elected president and J. Henry Timken treasurer.

Henry Timken treasurer.

The society will raise funds for the use of the Red Cross in the German and Austrian armies, relief of widows and orphans in the countries and of idle longshoremen here. Although an earnest appeal was made only \$437 was raised at

e meeting. H. Alfred Mohr, a reserve Lieutenant in the German army and president of the German-Austrian-Hungarian Reservists Relief Society of New York, asked for funds to support 250 reservists in Manhattan. Edgar J. Brandeeis, professor of German in the Hoboken High School, objected to helping Mohr. He said it would be a violation of the neutral policy this country.

of this country.

The local society will open headquarters in the Steneck Building at once.

It will maintain also an employment bureru. A committee will be appointed to-day to solicit funds.

### WAR PRISONERS GO FREE HERE.

Captors as Stownways,

vo German sailors, who escaped from the British authorities while on their way to jall in Kingston, Jamaica, were set free by the immigration officers at Ellis Island yesterday. They came here as stowaways on their own ship, the United Fruit Company's steamer Almirante. When the Almirante arrived at Kingston all sailors of the warring nations were ordered ashore. Eighteen of them were from the countries at war with England and they were arrested. Two England and they were arrested. Two Germans escaped and hid aboard the ship. When the Almirante arrived here they were sent to Ellis Island as unde-strable allens. They were Frank Ibe

and Fred Affongailer.
The immigration officers decided that as they were signed for the round trip on the ship that brought them here they could not be held. It made no difference that they were stowaways in this case. Five Germans from the crew of the

## WAR STOPS TRIP OF RECRUITS.

Almirante deserted at Color

# IN PLENTY, HE SAYS

Pont Company Denies Shortage Abroad.

France Also Provided With Explosives-Lack of Chemi-

Reports were in circulation here yesterday to the effect that some of the warring countries in Europe were short of powder and would make efforts to obtain

Du Pont de Nemours Powder Company of Wilmington, Del., in reply to a telegraphed inquiry last night said that England and France had plenty of powder reason of a shortage in explosives.

The falling off and stopping in some entering into the manufacture of powder, dynamite and other high explosives has caused the more important of the powder them after the filling of their fall con-

The New York representative of a powder making company said yesterday that the large concerns always have on hand a sufficient quantity of supplies to last for several months and that the supplies of chemicals at the plants will carry them over at least until the end of the year. The small manufacturers—the men who do not order more than a carload of phos-

chemicals from abroad. chemicals from abroad.

Potash, used in the making of saltpetre, comes from Germany alone, and of
course none is being imported now.

Nitrate of soda comes from Chile. The announcement of W. R. Grace & Co., which firm has a dozen freight steamers on the Atlantic and Pacific, that it proposes to put its fleet under the American ers. So we a flag under the emergency shipping act did it quickly. Indicates a present and future normal poindicates a present and future normal po-sition in nitrate of soda, according to the sition in nitrate of soda, according to the Charles F. Garrigues Co. of 89 Maiden lane, which deals in materials and supplies for manufacturers of powder and other explosives. Ten of W. R. Grace & Co's ships are in the South American trade on the east coast and two ply between San Francisco and ports on the west coast of South America west coast of South America.

The Garrigues company has sent out circular letters saying that its friends "may expect to get their nitrate of soda at favorable figures and that the war prices, at present in effect on a great many imported articles, will not be ex-tended to nitrate of soda."

"We believe," the circular goes on, "that this information just published has been this information just published has been known all along to those interested in the importation of nitrate of soda into this country, and that accounts for the receptive and apparently favorable market on nitrate of soda that has existed since

rive in Newport, R. I., about September S. The Newport left Funchal, Madeira Islands, on Wednesday with all of her recruits in good shape and with eleven refugees from Europe.

The trip has been shortened considerably on account of the war.

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The trip has been shortened considerably on account of the war.

The newport, R. I., about September At the office of the Du Pont de Nemours produce would permit. The city, he said, is fortunately in a better position than ever to meet at the emergency. He advised the contractors to go carefully for the present and conserve their money for the most necessary expenses, but to feel no alarm as far as office.

Vice-President Buckner of Du

ENGLAND WELL SUPPLIED

supplies from the United States. E. G. Buckner, vice-president of the

for the use of their armies and that in his opinion the war would not be brief by instances of importations of chemicals

to enter into contracts for deliveries by tracts, it was said here yesterday.

phate at a time—are the ones that are feeling the pinch now by reason of the failure to receive the usual shipments of

ing of dynamite.

Nitrate of ammonia comes from Norway and importers say that it has been coming to this country right along since the war started.

Exercise the marked in the country right along since the war started.

Exercise the marked in the country right along since the war started.

### who is totally unfamiliar with building problems, we respectfully submit, that he cannot be too careful in selecting a contractor for his operation. Though, in justice to our-

that the Owner who selects us for his operation enjoys the distinction of being just careful enough.

A little learning is a dangerous thing-unless it leads you

selves, it is but fair to state

A LITTLE LEARNING To the Owner in particular

THOMPSON-STARRETT COMPANY **Building Construction** 

## GOODYEAR SAYS "WAR PRICES" ARE NEEDLESS

Arrangements Made to Get Rubber to Supply Its Full Tire Market.

Discussing the recent general advance n tire prices and the return to 'before he war" prices by the Goodyear Tire and Rubber Company, H. S. Quine, see retary to the president of the Goodyear company, said yesterday: "The United States produces no crude rubber. A large portion of the world's supply comes here via London and Antwerp. When war was declared international commerce stopped Means for transmitting payment to for eign markets were closed. Shipping ran to home ports and it was thus impossible for America to buy rubber or have it shipped. This brought an immediate shortage of rubber in the United States and prices of this raw material immedi-

ately jumped over 100 per cent. "Having determined that a price advance was necessary we announced R immediately and without warning to conserve resources and prevent dealers from overstocking on a speciulation we knew would probably be only temporary. Also if we permitted large dealers with large financial resources to stock heavily in justice would be visited on smaller dealers. So we advanced 20 per cent. and

New York and London reopened. We could transmit money. We could make shipping arrangements and we did We now have plenty of rubber on hand more coming and more promised with every indication that there will not be another strain. "Therefore we have restored the old prices on Goodyear tires. We will have no 'war prices' on our product unless

"Since then we have worked steadily in

the rubber problem. Exchange between

vestigated and made our fails." CITY TO PAY BILLS PROMPTLY.

Prendergast Allays Fears of Con

every indication, as we have carefully

Comptroller William A. Prendergast has England has stopped all exportations of gylcerine, which enters into the making of dynamite.

England has stopped all exportations of gylcerine, which enters into the making of dynamite.

and, according to the cable received yesterday by Secretary Bagley, she will arrive in Newport, R. I., about September S. The Newport left Funchal, Madeira Islands, on Wednesday with all of her recruits in good shape and with eleven The State of the St

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